

Serstech Rental

Partner Information

2024



Rental concept

- **Low cost, full value**
 - Everything you need includes substance libraries, perpetual warranty, prioritized service, insurance, training, and updates. Rent it for a short period for full flexibility or a longer one at an even lower cost. Change the plan or return the instruments when your needs change.
- **Enhance your capabilities fast**
 - The world changes fast and you often need to rise to new challenges. Renting your high-tech tools allows you to adapt and improve from one day to the next. We keep units in stock and can ship immediately.
- **Full flexibility, low risk**
 - With Serstech Rental, you are virtually risk-free. If you don't use the instrument, return it. If you need another instrument, it will be shipped within days. If you break the instrument, we'll ship a replacement.

Benefits for End Customers

Included in Rental

- Full warranty
- Fully configured with all libraries*
- Service level agreement – full support
- Fast delivery
- Life cycle management
- Free Software and Firmware updates/upgrades
- Free library upgrades

○ * libraries subject to export control

Benefits

- Try before you buy
- Temporarily increase fleet of instruments
- No upfront investment
- Less financial risk
- Avoid public tender
- Libraries for all applications
- No maintenance cost
- Short lead time: Delivery within weeks
- Always use the latest hardware and software

Rental Setup

Rental bundles

Serstech Arx mkII

Demo library

Narcotics library

Explosives library

Hazardous library

Chemical library

Biotoxins library

ChemDash pro

Serstech Arx Pharma mkII

Demo library

Pharmaceutical library

ChemDash Pro+



Rental Setup

Rental options

Flexible

- Perfect for shorter needs or for "Try and buy/rent" scenario
- Only 3 months commitment

End Customer Price: Serstech Arx mkII , €1 350 Unit/Month

36 Months

- Perfect if you want a new instrument every 3 years
- Always modern equipment in the hands of the operational staff

End Customer Price: Serstech Arx mkII , €1 000 Unit/Month

60 Months

- Perfect for longer needs and easy to budget
- Achieve a lot of values within the rental concept

End Customer Price: Serstech Arx mkII , €850 Unit/Month



Partner Commission

Commission table per unit

Rental option	MSRP/month Customer	Commission if partner closed the deal (per month)	Commission if Serstech closed the deal (per month)
Flexible (6 months)	€1 250	€250	€125
36 months	€900	€180	€90
60 months	€750	€150	€75

Serstech will invoice the end customer and then pay the commission to the partner

Simplicity.

Speed.

Precision.

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